



Thursday, January 12, 2012

Architectural Specification Representative needed

The Opportunity

ICON Stone & TILE • www.iconstonetile.com, one of Canada's most reputed natural stone/tile importer and expert stone fabricator, has an opportunity for an Architectural Specification Representative to join the sales team. The position plays a key role in initiating new business ventures and developing strong customer relationships within the Architectural and Design industry. To this end, this position will identify, succeed, and close accounts seeking ICON Stone & Tile's services.

Responsibilities

- Research and approach potential clients introducing our product Collections and services, portfolio through meetings and Lunch & Learn programs
- Handle incoming inquiries from interior designers and architects
- Correspond with potential clients to determine their needs, provide estimates, sample materials and solutions based on individual project requirements
- Coordinate with in-house project managers, estimators, and drafters to develop ideas and provide in-depth customer solutions
- Travel within city limits to follow up on leads, deliver presentations and/or liaise with potential clients

Qualifications

The preferred candidate will possess the following skills and attributes:

- Passion for design and/or interest in surfacing materials
- 5 years of experience in specification, retail and/or sales
- Self-Confidence;
- Optimistic, happy person!
- Strong interpersonal skills; with the utmost dedicated customer care always in mind;
- Self directed, with organizational, time and priority management skills;
- Can handle the stress involved in multi-tasking
- Proud in the way she presents herself, very professional
- Strong verbal and written communication skills
- Ability to read architectural drawings
- Working knowledge of MS Office
- Demonstrated Competencies: results-oriented, goal-driven, customer focus, timely decision making, effective problem solving, teamwork

The followings would be additional assets:

- Existing clientele in relevant markets
- Cabinetry or Tile sales experience;
- Showroom Floor experience;

To apply, please send your resume and salary expectations to: sophie@iconstonetile.com

We thank you in advance for your interest in employment at ICON Stone & Tile • Only qualified candidates will be contacted for an interview.